

Brian L. Connelly
Professor and Luck Eminent Scholar
Raymond J. Harbert College of Business
Auburn University
415 W. Magnolia Ave / Auburn, AL 36849
bconnelly@auburn.edu

EDUCATION

Texas A&M University, Mays School of Business. PhD (2008).

Major: Strategic Management Minor: Marketing

Dissertation Committee: Laszlo Tihanyi (Chair), Michael A. Hitt, S. Trevis Certo, Leonard Berry

Indiana University, Kelley School of Business. MBA (2004).

Johns Hopkins University, Whiting School of Engineering. MSEE (1994).

Rutgers University. BSEE (1987).

Study abroad at City University London.

ACADEMIC APPOINTMENTS

2016 – Present **Professor, Auburn University**
Luck Eminent Scholar

2012 – 2016 **Associate Professor, Auburn University**
McWane Family Professor

2008 – 2012 **Assistant Professor, Auburn University**
COB Advisory Council Professor

2004 – 2008 **Teaching & Research Assistant, Texas A&M University**

RESEARCH

My research explores how corporate governance structures affect firm-level outcomes and the key theoretical mechanisms used to describe such influence.

Journal Publications:

Shi, W., Connelly, B.L., & Cirik, K. Short seller influence on firm growth: A threat-rigidity perspective. Conditionally accepted for publication at the *Academy of Management Journal*.

Shi, W. & Connelly, B.L. In Press. Is Regulatory Adoption Ceremonial? Evidence from Lead Director Appointment. *Strategic Management Journal*.

Connelly, B.L., Crook, T.R., Combs, J.G., Ketchen, D.J., & Aguinis, H. In Press. Competence- and integrity-based trust in interorganizational relationships: Which matters more? *Journal of Management*.

Shi, W., Connelly, B.L., & Hoskisson, R.E. In Press. External corporate governance: Cognitive evaluation theory insights on agency theory prescriptions. *Strategic Management Journal*.

-Received 2017 Fraud Impact Award from the Houston Association of Certified Fraud Examiners

- Rao, S., Lee, K., Connelly, B.L., & Iyengar, D. In press. Return time leniency in online retail: A signaling theory perspective of buying outcomes. *Decision Sciences*.
- Connelly, B.L., Shi, W., & Zyung, D. 2017. Managerial Response to Constitutional Constraints on Shareholder Power. *Strategic Management Journal*, 38(7): 1499-1517.
- Connelly, B.L., Tihanyi, L., Ketchen, D.J., Carnes, C., & Ferrier, W. 2017. Competitive repertoire complexity: Governance antecedents and performance outcomes. *Strategic Management Journal*, 38(5):1151-1173.
- Connelly, B.L., Ketchen, D.J., Gangloff, K.A., & Shook, C.L. 2016. Investor reactions to CEO successor selection in the wake of integrity and competence failures: A policy capturing study. *Strategic Management Journal*, 37(10): 2135-2151.
- Shi, W., Connelly, B.L., & Sanders, W.G. 2016. Buying bad behavior: Tournament incentives and securities class action lawsuits. *Strategic Management Journal*, 37(7): 1354-1378.
- Gangloff, K.A., Connelly, B.L., & Shook, C.L. 2016. Of Scapegoats and Signals: Investor Reactions to CEO Succession in the Aftermath of Wrongdoing. *Journal of Management*, 42(6): 1614-1634.
- Plummer, L.A., Allison, T.H., & Connelly, B.L. 2016. Better together? Signaling interactions in the pursuit of new venture capital. *Academy of Management Journal*, 59(5): 1585-1604.
- Connelly, B.L., Haynes, K., Tihanyi, L., Gamache, D., & Devers, C. 2016. Minding the gap: Antecedents and consequences of top management-to-worker pay dispersion. *Journal of Management*, 42(4): 862-885.
- Helmuth, C., Craighead, C., Connelly, B.L., Collier, D., & Hanna, J.B. 2015. Supply chain management research: Key elements of study design and statistical testing. *Journal of Operations Management*, 36:178-186.
- Connelly, B.L., Tihanyi, L., Crook, T.R., & Gangloff, K.A. 2014. Tournament theory: Thirty years of contests and competitions. *Journal of Management*, 40(1): 12-43.
- Bergh, D.D., Connelly, B.L., Ketchen, D.J., & Shannon, L.M. 2014. Signalling theory and equilibrium in strategic management research: An assessment and a research agenda. *Journal of Management Studies*, 51(8): 1334-1360.
- Connelly, B.L., Ketchen, D.J., & Hult, G.T.M. 2013. Global supply chain management: Toward a theoretically-driven research agenda. *Global Strategy Journal*, 3(3): 227-243.
- Upton, J., Ketchen, D.J., Connelly, B.L. & Ranft, A. 2012. Competitor analysis and foothold moves. *Academy of Management Journal*, 55(1): 93-110.
- Connelly, B.L., Miller, T., & Devers, C. 2012. Under a cloud of suspicion: Trust, distrust, and their interactive effect in interorganizational contracting. *Strategic Management Journal*, 33(7): 820-833.
- Connelly, B.L., Johnson, J.L., Tihanyi, L., & Ellstrand, A. 2011. More than adopters: Competing influences in the interlocking directorate. *Organization Science*, 22(3): 688-703.
- Connelly, B.L., Certo, S.T., Ireland, R.D., & Reutzel, C.R. 2011. Signaling theory: A review and assessment. *Journal of Management* 37(1): 39-67.
--Received JOM 2016 Best Paper and Scholarly Impact Award
- Connelly, B.L., Ketchen, D.J. & Slater, S.F. 2011. Toward a theoretical toolbox for sustainability research in marketing. *Journal of Academy of Marketing Science*, 39: 86-100.

- Connelly, B.L., Tihanyi, L., Certo, S.T., & Hitt, M.A. 2010. Marching to the beat of different drummers: The influence of institutional owners on competitive actions. *Academy of Management Journal* 53(4): 723-742.
- Connelly, B.L., Hoskisson, R., Tihanyi, L., & Certo, S.T. 2010. Ownership as a form of corporate governance. *Journal of Management Studies* 47(8): 1561-1589.
- Aharoni, Y., Tihanyi, L., & Connelly, B.L. 2010. Managerial decision making in international business research: A forty-five-year retrospective. *Journal of World Business* 46: 135-142.
- Connelly, B.L., Ireland, R.D., Reutzel, C., & Coombs, J. 2010. The power and effects of entrepreneurship research. *Entrepreneurship Theory and Practice*, Vol 34(1): 131-149.
- Holcomb, T.R., Holmes, R.M., & Connelly, B.L. 2009. Making the most of what you have: Managerial ability as a source of resource value creation. *Strategic Management Journal*, Vol 30(5): 457-485.
--Research abstracted in the Harvard Business School Working Knowledge Series, 03 January 2016.
- Hitt, M.A., Tihanyi, L., Miller, T., & Connelly, B.L. 2006. International diversification: Antecedents, outcomes, and moderators. *Journal of Management*, 32(6): 831-867.
--Awarded JOM 2006 Paper of the Year.

Working papers:

- Connelly, B.L., Kang, B.L., & Hersel, M.C. The of Burden of Beauty: Holding Attractive CEOs Accountable for Corporate Misconduct
- Connelly, B.L., Lee, K.B., Tihanyi, L., Johnson, J.L., & Certo, S.T. Shared principals: Competitive dynamics among rivals with common owners.
- Connelly, B.L. & Shi, W. A Socioemotional Wealth Perspective of Excess Control Rights in Chinese Family Firms.
- Bergh, D., Chiu, K., Perrufo, E., Hitt, M.A., & Connelly, B.L. Market response to divestiture announcements: A screening theory perspective.
- Connelly, B.L. & Shi, W. Shareholders on the board: Consequences for CEO dismissal.
- Shi, W., Connelly, B.L., Hoskisson, R.E., & Koka, B. Shareholder Influence on Joint Venture Exploration
- Shi, W., Connelly, B.L., & Hoskisson, R.E. Preemptive Consolidation Actions as a Response to Latent Investor Activism

Book Chapters and Other Publications:

- Svyantek, D.J., Connelly, B.L., O'Neill, S., Boudreaux, M. Struempfer, B. & Teeter, L. 2017. Academic Clustering among College Athletes: Using Person Analysis to Inform Education Training Practices. In Svyantek, D.J. (Ed.) *Sports and Understanding Organizations*. Charlotte: Information Age Publishing.
- Connelly, B.L. 2016. Signal Theory. In Carroll, C.E. (Ed.) *Encyclopedia of Corporate Reputation*. New York: Sage Publications.
- Connelly, B.L. & Van Slyke, E. 2012. The power and peril of board interlocks. *Business Horizons*, 55: 403-408.

- Boss, D.S., Connelly, B.L., Hoskisson, R.E., & Tihanyi, L. 2012. Corporate governance: Ownership interests, incentives, and conflicts. In Wright, M., Siegel, D. S., Keasey, K. & Filatotchev, I. (Eds.). *Handbook on Corporate Governance*. Oxford, U.K.: Oxford University Press.
- Certo, S.T., Connelly, B.L., & Tihanyi, L. 2008. Managers and their not-so-rational decisions. *Business Horizons*, Vol. 51(2): 113-119.
- Connelly, B.L., Hitt, M.A., DeNisi, A.S., & Ireland, R.D. 2007. Expatriates and corporate-level international strategy: Governing with the knowledge contract. *Management Decision* (special issue on hierarchical strategies), Vol. 45(3): 564-581.
- DeNisi, A.S., Toh, S.M., & Connelly, B.L. 2006. Building expatriate-host country national relationships: The effects of human resource practices, international strategy, and mode of entry. In Morley, M. J., Heraty, N., & Collings, D. (Eds.). *International HRM and international assignments* Hampshire, United Kingdom: Palgrave Macmillan.

TEACHING

Auburn University, 2008 - Present

Avg Eval = 5.8/6.0

Taught: Undergraduate (Strategic Management, Entrepreneurship)

Masters (Strategic Analysis, International Business)

PhD (Advanced Topics in Strategy)

Texas A&M University, 2004-2008.

Avg Eval = 4.6/5.0

Taught: Undergraduate (Strategic Management)

Andalus University / IAIN (Indonesia), 1998-2003.

Universities sponsored by World Bank and Asian Development Bank.

Founded elite English-language program for business honors students.

Taught: Various courses in international business and management.

SERVICE

Associate Editor

- *Academy of Management Journal*, 2016-present

Editorial Board Membership

- *Academy of Management Journal*, 2010-2016
- *Journal of Management*, 2010-2016
- *Journal of Management Studies*, 2010—2016

Ad-Hoc Reviewing

- *Strategic Management Journal*
- *Organization Science*
- *Journal of International Business Studies*
- *Strategic Entrepreneurship Journal*
- *Journal of Business Venturing*
- *Entrepreneurship Theory and Practice*

National Service

- Board Member, *Southern Management Association*, 2016-present

- Representative-at-Large for the Corporate Strategy and Governance interest group of the *Strategic Management Society*, 2012-2014
- Regular participant in the Strategic Management Society, Academy of Management, and Southern Management Association as reviewer, track chair, discussant, and best paper committee.

Auburn University

International Programs Committee, 2012-present (college-level)

Research Committee, 2011-2015 (college-level)

Faculty Search Committee, 2016 (college-level)

Committee on Intercollegiate Athletics, 2012-2015 (university-level)

Research Impact Committee, 2014-2015 (college-level, chairperson)

Dissertation Committee Chair: Matt Hersel, 2015 – present
Catherine Helmuth, 2015 – present
Ashley Gangloff, 2011 - 2014

Dissertation Committee Member: Donovan Collier, 2016 - present
Wei Shi, 2013 - 2015
Jeff Haynie, 2011 - 2013
Matthew Mazzei, 2011 - 2013

Judge for MBA business plan competition at Auburn University and for Alabama Launchpad.

Presenter for the Auburn University Bank Directors College, 2010.

Grand Marshall for Auburn University graduation, 2015, 2017.

INDUSTRY EXPERIENCE

Hughes Network Systems, Germantown, MD. 1992-1998.

International Business Development.

Responsible for sales in Indonesia, Thailand, the Philippines, Vietnam, Malaysia, Singapore, and China. Part of an innovative subsidiary of Hughes that developed DirecTV and point-of-sale satellite networks.

Westinghouse Electronics, Baltimore, MD. 1987-1992.

Systems Engineer/Project Manager.

Satellite Communications Group. Engineering project management for avionics and electronic communication programs. Winner of Westinghouse Signature Award of Excellence for quality.

ACADEMIC AWARDS

Teaching Awards:

- Auburn University Alumni Association Outstanding Teacher, 2014.
- Harbert College of Business Outstanding Teacher, 2013.
- Department of Management Outstanding Teacher, 2012.
- Harbert College of Business McCartney Endowed Teaching Award, 2011.

Research Awards:

- Journal of Management Best Paper and Scholarly Impact Award, 2016.
- Harbert College of Business Outstanding Researcher, 2016.
- Department of Management Outstanding Researcher, 2013.
- Academy of Management Conference Best Paper, 2013.
- Harbert College of Business Outstanding Researcher, 2012.
- Harbert College of Business Outstanding Researcher, 2009.
- Journal of Management Best Paper, 2006.

Other Awards:

- Journal of Management Studies Outstanding Reviewer, 2016
- Harbert College of Business Outstanding All-Around Faculty, 2015.
- Strategic Management Society Outstanding Reviewer, 2015.
- Southern Management Association Outstanding Reviewer, 2010.

IN THE MEDIA

Harbert College in the News, April 4, 2017. *What to do When Investors Sell You Short?*

<http://harbert.auburn.edu/news/Connelly%20discusses%20management%20and%20short-sellers%20at%20Cambridge.php>

Business Alabama, Nov 4, 2016. *CEO Pay Packages Send Instant Message to Investors*

<http://www.businessalabama.com/Business-Alabama/November-2016/CEO-Pay-Packages-Send-Instant-Message-to-Investors/>

Market Business News, Aug 29, 2016. *Cooking the Books More Likely When External Control is More Stringent*

<http://marketbusinessnews.com/cooking-books-likely-external-control-stringent/143130>

Futurity, Aug 23, 2016. *Does More Regulation Lead to More Fraud?*

<http://www.futurity.org/corporate-governance-fraud-1232502/>

Science Daily, August 22, 2016. *Strong External Governance Makes Top Managers More Prone to Cheat*

<https://www.sciencedaily.com/releases/2016/08/160822140531.htm>

Rice Business Wisdom, Aug 3, 2016. *You're Not the Boss of Me*

<http://ricebusinesswisdom.com/strategy-environment/youre-not-the-boss-of-me/>

USA Today, May 2, 2016. *\$1 a year? The 9 Absolutely Lowest-Paid CEOs*

<http://www.usatoday.com/story/money/markets/2016/05/01/1-year-9-absolutely-lowest-paid-ceos/83620822/>

Harvard Business School Working Knowledge, Jan 3, 2016. *NFL Black Monday: How Much Do Coaches Really Matter?*

<http://hbswk.hbs.edu/item/nfl-black-monday-insights-how-much-do-coaches-really-matter>

Harbert Magazine, Fall 2014. *A Simple Glass of Water*

https://issuu.com/harbert/docs/harbertmagazine_fall2014_opt_141117

The Shareholder Magazine, Fall 2013. *Disparity in Pay has Short-Term, Long-Term Impacts*

https://issuu.com/harbert/docs/auburnshareholder_131022_issue_2

New York Times, Feb 8, 2013. *Azerbaijan is Rich. Now it Wants to be Famous.*

http://www.nytimes.com/2013/02/10/magazine/azerbaijan-is-rich-now-it-wants-to-be-famous.html?_r=0

Strategy+Business, Feb 10, 2012. *Using Market Footholds to Confuse the Competition.*

<http://www.strategy-business.com/article/re00177?gko=4259d>